

Message Text

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PAGE 01 ABU DH 01918 250751Z

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ACTION NEA-10

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FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 3357

USDOC WASHDC

INFO AMEMBASSY ISLAMABAD

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C O R R E C T E D C O P Y (PARA 1. LINE 4)

E.O. 11652: N/A DECONTROL UPON RECEIPT

TAGS : BTIO, TC

SUBJECT : PRODUCT OPPORTUNITY: TURNKEY SEWAGE TREATMENT PLANT

1. AJMAL KAZI, PAKISTANI BUSINESSMAN WITH FINANCIAL INTERESTS IN THREE NEWLY FORMED UAE COMPANIES, HAS INFORMED EMBASSY OF AN OPPORTUNITY FOR U.S. FIRM TO DESIGN, ENGINEER AND INSTALL A SEWAGE TREATMENT AND DISPOSAL PLANT FOR THE ABU DHABI DEFENSE FORCE (ADD). ACCORDING TO KAZI, NATIONAL ENGINEERING SERVICE OF PAKISTAN (NESPA), A GOVERNMENT-OWNED FIRM, HAS BEEN CHOSEN AS CONSULTANT FOR THE DESIGN AND CONSTRUCTION OF A NEW ADDF MILITARY BASE COVERING 400 SQ. KM TO HOUSE UP TO 20,000 SOLDIERS AND THEIR DEPENDENTS. KAZI'S NEWLY FORMED CONSTRUCTION COMPANY WILL BE THE MAIN CONTRACTOR.

2. NESPA WANTS TO SUB-CONTRACT DESIGN AND ENGINEERING FOR THE SEWAGE TREATMENT PLANT (INCLUDING THE GATHERING SYSTEM). IN ORDER TO GET THE ADDF CONTRACT, NESPA SEVERELY REDUCED ITS FEE AND THE FEE FOR THE SUB-CONTRACT WOULD BE CORRESPONDINGLY LESS. THE CONSULTANT IS THEREFORE WILLING TO ACCEPT TURNKEY SPECIFICATIONS AND LOAD THE PROFIT ON PLANT INSTALLATION.

3. REQUEST USDOC DISSEMINATE THIS OPPORTUNITY TO INTERESTED U.S. FIRMS AND PROVIDE US WITH LIST OF POSITIVE RESPONSES. KAZI EMPHASIZES NEED FOR QUICK RESPONSE SINCE CONSULTANT'S REPORT DUE BE SUBMITTED TO ADDF BY END OF OCTOBER.

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